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Real Estate Discussions & Awards (REDA) 2021

POST EVENT REPORT

THEME »

**REAL ESTATE MARKET
SIGNALS IN AFRICA:
TRENDS AND OPPORTUNITIES**

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REDA

Real Estate Discussions & Awards

THEME:

REAL ESTATE MARKET SIGNALS IN AFRICA: TRENDS AND OPPORTUNITIES

ABOUT REDA

The Real Estate Discussions and Awards 2021 (REDA) is a two day conference , exhibition and award ceremony organized by Thinkmint Nigeria.

The event has proven to be the region's flagship real estate event gathering the most senior investors, developers, operators and professionals, providing the perfect platform to transact across the region, as well as celebrate excellence amongst real estate practitioners , with the maiden conference held virtually last year.

This year's event themed Real estate market signals in Africa - Trends and Opportunities will be centered on discussions, bespoke networking opportunities and learnings to further improve real estate trends and transactions in the region across the global real estate market.

It seeks to do this through:

- Highlighting the parts and bits of the industries (the governments of the countries, the policies and laws guiding the industries, public and private investors, the increasing populace etc.), evaluating the growth attained through their impact and seeking out areas in these parts which require invigoration.
- Exploring methods of harnessing technological processes for demand and supply awareness, investments as well as economic growth.
- Evaluating the current state of the general real estate market and sharing views that may strengthen and increase its levels.

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INTRODUCTION

The Real Estate Discussions & Awards provided an avenue for discussions & methods for implementations of policies that will help reshape the Real Estate market , as well as recognise key industry players for their contributions towards to the Nigerian & African real estate market at large.

It hosted 50 industry leading speakers , 15 exhibitors and 600 physical attendees, with live-streaming globally.

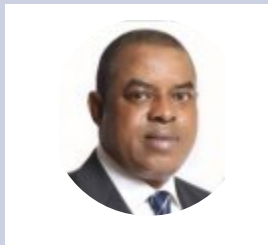
Partnerships

Partnerships was signed off with BusinessDay Media, as well as the Federal Housing Authority and UN-HABITAT

Media Partnerships

Media partnership was open and signed off with media houses including:

- The Nation
- The Guardian
- BusinessDay



KEYNOTE ADDRESS DELIVERED BY SENATOR GBENGA ASHafa, MANAGING DIRECTOR/CHIEF EXECUTIVE OF FEDERAL HOUSING AUTHORITY (FHA) AT THE REAL ESTATE DISCUSSIONS AND AWARDS CEREMONY HELD ON 10TH -11TH AUGUST, 2021 AT EKO HOTELS AND SUITES, VICTORIA ISLAND, LAGOS



Outlook

2020 was adversely affected by one singular risk – Corona virus. This had global impact and Africa was not left out. It disrupted supply chains and slowed down economic growth. Worst hit were the Oil and Gas, Aviation, Hospitality, Tourism, Manufacturing and Entertainment sectors.

A potent mix of street protests and social media gave young Nigerians a voice that shattered the country's culture of deference. As the #ENDSARS hashtag went viral so did a defiance of the elite in Nigeria. It is estimated that the aftermath of the #ENDSARS protests resulted in the destruction of assets over N2 trillion in Lagos, Ogun, Cross River and Adamawa States.

In 2021, People have come to terms with the effects of Covid 19 and are beginning to adjust. It is observable that:

Growth in demand for quality products will increase
Life as we used to know it has been significantly altered
Real Estate investment is the pedestal for economic growth and development. It is the bedrock upon which many countries have attained a vibrant economy. Real Estate has always been a booming opportunity for investors in Africa. The continuous growth of African urban areas creates a demand for increasing high quality commercial and residential real estate properties.

The National Population Commission (NPC) says that 50% of Nigeria's population of about 182 million is less than 30 years of age. Some studies put the median age at about 18 years. This population grows at about 3.5% annually. When this is weighted against such indices as rising life expectancy and declining infant mortality, the population of young people is growing rapidly. These young people will migrate to urban centres in search of the proverbial "golden fleece". This will in turn increase urban population.

Real Estate and GDP are interwoven; they each contribute to the growth of the other. Housing though one of the basic needs of man, is, however, not only shelter. It also facilitates holistic development within a planned economy. Safe, secure and affordable housing leads to a better quality of life for citizens.

Real Estate has contributed to GDP by increase in revenues invested in real estate compared to other forms of investment. Real estate is the second largest employer of labour in Nigeria after agriculture. It employs

construction workers, developers, builders, civil engineers, Estate surveyors and valuers, other property consultants and stakeholders. Africa's real estate markets have however, traditionally lagged behind many developing and developed countries due to a myriad of challenges such as the fallout of political and economic decisions which affect investor and consumer confidence, tax regimes, availability of usable data of doing business etc.

DRIVERS OF REAL ESTATE INVESTMENT

These are the factors that undergird investors' decisions and include:

- i) Urbanisation Trends - As seen earlier, Nigeria's growing population will initiate the demand for various types of real estate.
- ii) Industrialisation will continue (even though formal industries are decreasing, smaller informal start-ups are increasing) and will be accompanied by a rapid growth in the real estate sector.
- iii) Infrastructure – shortages in infrastructure will generate openings for investment. Demand for investment in infrastructure will continue to be driven by growth sectors. Roads, rail, public transport and utilities are essential for the success of any urban centre.
- iv) Government Policies and Legislation – The influence of Government policies and legislation on the decision to invest will increase, while local partnerships will become increasingly important.
- v) Finance – Availability, cost of funds, financial players and their capacity to package favourable deals will continue to play a major role on investment decisions. Diaspora financing will also gain more importance and fraction depending on government policies.
- vi) Technology – Current technology is predominantly "brick and mortar". There is an urgent need to look to more viable alternatives to reduce costs while enhancing efficiency and minimising environmental impact. The world is fast embracing "smart" technology and Africa cannot afford to be left behind. The presence of technology will influence business and building processes as well as consumer behaviour.

CHALLENGES TO REAL ESTATE INVESTMENT

“New” risks – The emergence of new risks is one of the key predictions for Africa for 2021. These include insecurity; political instability/changes in government policies; problems of inequality leading to social instability; extreme dependence on natural resources/lack of economic diversity; unpredictability of local currencies against the US dollar. Note that we have just had a major policy shift on forex 2 weeks ago.

Nature of Title/Ownership – A Certificate of Occupancy is essentially a long term lease subject to all kinds of terms and conditions. There are usually issues of transparency and duration of processes, transfers etc. This problem is compounded by the fact that majority of land registries are still manually operated.

Shrinking Economy/High Unemployment – In the 2nd quarter of 2020, Nigeria’s economy weakened by 6.1% from the previous year (2019) as against a growth of 1.9% in Q2 of 2019. Unemployment is rising sharply. In Q2, 2020, overall unemployment rate stood at 27.1%, the highest level on record.

High costs of Acquisition and Construction - These are as a result of high costs of building materials, high costs of skilled labour, multiple taxation, poor or non-existent infrastructure etc.

TRENDS AND OPPORTUNITIES

More than ever before, the Real Estate Sector remains the asset of choice for investment. A boost in growth is expected (despite Covid-19 headwinds) which will provide opportunities in the various subsectors.

Demand for residential real estate is expected to rise as WFH (Work from Home) becomes a more permanent influence. There is an observable shift towards 1 and 2 bedroom flats in strategic locations. Also there is discernable demand for ‘short stay’ and apartments with flexible rent payment plans.

Demand for commercial properties is likely to remain at current rates despite the transition from physical office building to remote working (WFH). This is because in the long haul, the “need to interact” is likely to outweigh “virtual working” which is a thrill at the moment. In the short run, landlords will have to make large concessions at commencement of leases. Demand is also likely to tend towards office spaces close to residential properties as companies seek short-term leasing opportunities for employees working remotely.

Repairs and rebuilding of properties that were destroyed or damaged during the #ENDSARS protests are likely to continue.

Demand on retail properties such as malls which had been adversely affected by the effects of Covid-19 are likely to pick up albeit slowly due to the economic downturn. In the long run however, demand will pick up with some adjustments such as online shopping, increased use of retail apps etc.

In the Industrial sub-sector demand for more warehouses and logistics will increase due to the impact of COVID-19 and the shift from physical stores to online shopping.

In the Hospitality sub-sector demand for hotel properties may see slight improvements towards the end of the year as travel restriction are lifted. The major challenge will be the Third Wave of COVID-19. We trust, however, that human resilience will ultimately triumph.

Demand for bare lands will increase due to shifts across the subsectors. There will be a preference for mixed use developments which will be guided by the increasing demand for high quality technologically driven, eco-friendly environments.

There will also be an observable increase in demand for real estate technology solutions as efficiency is enhanced in real Estate products delivery. The Real Estate value chain will become more prominent. Wise investors will look to invest in the areas of specific components in the building value chain such as sanitary ware, doors, windows, etc.

May I conclude by suggesting that when deciding to invest in Africa, it is important that investors explore the potential for local partnerships. Not only may this be required by legislation (e.g. Nigerian Investment Promotion Commission, ICRC etc.), but such a partnership could also bring local expertise to help identify and overcome difficulties in doing business in the local environment. Partners can also help to spot potential changes in policy, shifts in trends, allowing foreign investors with a limited local presence to make informed decisions on future real estate investments.

Real Estate markets work best when authorities take the right policy decisions, the other stakeholders/players play their role and there is good interaction between the two sides.

Finally, the Federal Housing Authority, which is the most visible representative of Government in the Housing Sector, has a vibrant Partnership Department through which about 20% of our products are rolled out. We look forward to having you as Partners as we look to open more projects countrywide, especially FHA’s Abuja New City which envisaged to site on over 700 hectares.

Thank you for your attention.

Capital allocation and investment decisions in 2021: Where is the money going and why?

A wide-ranging discussion will examine the availability of public and private debt and equity for African real estate from the perspective of the capital markets, borrowers, banks and mortgage originators. The participants will offer their views from different points on the compass as they comment on today's capital and credit market environment; what they foresee for 2021 and beyond; what risks are emerging at this time; and how they would favour deploying their capital? What can you expect next year with respect to the pricing, availability of capital, and the most accessible sources? Will lenders be more or less aggressive this year? How challenging is asset valuation today? Where are interest rates and monetary policy likely heading in 2021?

Panel Discussion

Moderator: Ayo Ibaru (COO/Director of Research, Northcourt Real Estate)

Panel Speaker 1 - Odunayo Ojo (CEO, UPDC Plc)

Panel Speaker 2 - Hein Du Plessis (Country Manager Nigeria, Novare Equity Partners)

Panel Speaker 3 - Funke Okubadejo (Director Real Estate, Actis)

Why Lagos Needs New Towns

Rolake Akinkugbe-Filani (Chief Commercial Officer, Mixta Africa)

Lagos Flood 2021

The Climate Change Crisis

90%+ Urban areas are coastal

800 million+

urban residents could be affected by sea-level rise and coastal flooding by 2050

Up to 1.6 billion

People are vulnerable to chronic extreme heat and water scarcity

Dispelling 5 Common Myths About Lagosians' Urban Life

Myth 1 - Pedestrian psychology

"The average Lagos pedestrian is irrational"

Myth 2 - Walkability

"Lagosians are addicted to their cars"

Myth 3- Homeownership

"Every Lagosian wants to own a home"

Myth 4- Neighbourhood Stickiness

"Once a phase 1er, always a phase 1er"

Myth 5- Nature

"Lagosians don't appreciate the natural environment"

Why Lagos Needs New Towns

2000%

Population growth in Lagos in the last 60 years

London

8million in the 1960s to under 10 million in 2021

Vs

Lagos

Under 1million in 1960s to 20million+ in 2021

Lagos New Town (LNT)

Lakowe Golf & Country Estate

Beechwood Park

Beechwood Estate

Adiva Plainfield

Townsville Estate

Commercial and Light Industrial Area

Lagos New Town (LNT)

#ProximityToTheFuture

Sizable Landbank

200,000 Prospective Population

5 Communities till date

Close Proximity to Free-trade Zone

New Urban community where people can Live Work and Play: Residential, Commercial hub and Hospitality.

Established 10 years ago and has realized strong value appreciation as result of consistent investment in infrastructure.

Smart Community which will leverage the use of technology and green features to drive its sustainability. (Eco-friendly)

The corridor hosts significant growth potential

About Mixta Africa

“Building Communities”

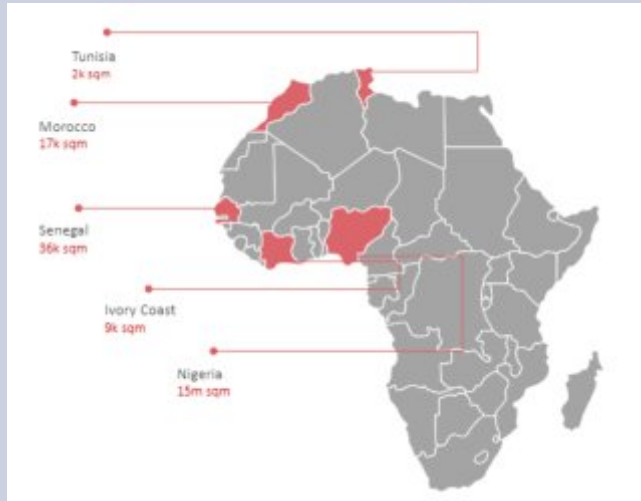
12,500+ experience

housing units successfully completed

20+ years accumulated experience in Infrastructure and real estate

15,000,000sqm+

8 Countries with project



The role of gateway cities in the growth of real estate markets across Africa: A case study of Lagos, Nigeria

What matters in real estate investing today? This session will address this key question in the context of both Lagos and African markets. Real estate still is attractive notwithstanding that every asset class is rather expensive in most markets. As a result, how does an investor make an appropriate return today? Is it through value-added strategies, creating a unique platform, redeveloping an asset or some other actions? Where does Lagos fit into the African real estate investment landscape today? What are the top investment opportunities in Lagos? How do they compare with African markets? Why are some international entities acquiring assets in Lagos when others are selling? How are geopolitical events affecting investment decisions?

Key Success Factors

Master Planning

Master plans can have an important role in determining the shape of the urban environment and how sustainable they will become.

Infrastructure

Required support development and economic growth in the form of roads, drainage system, transportation, power and energy.

Government Support

Favorable policies and benefits to support development, and attract investment

Investment

Significant investment is required for construction, infrastructure, amenities, and human resources.

Panel Discussion

Moderator: Tosin Ajose (Lead Advisor, Deal HQ Partners)

Panel Speaker 1 - Jide Odusolu (CEO, Octo5 Holdings Ltd)

Panel Speaker 2 - Dotun Bamigbola (Past Chairman, NIESV Lagos, Senior Consultant Bamigbola Consulting)

Panel Speaker 3 - Eniola Elegushi (Senior Associate, Greychapel)

Presentation by Adejumo Akure, (CEO, Intelligent space Ltd, Partner Estatelinks Ltd) on Facilities management efficiencies for today's health conscious environment

Data centres, logistics parks and emerging leaders in the demand for space

Investors are increasingly turning to alternative real estate sectors to take advantage of attractive yields, long-term growth prospects and diversify their portfolios. Sectors such as data centres, logistics park are gaining more attention as cap rates for core real estate assets continue to increase. The rise of alternatives has been extremely rapid – investment in the sector has more than tripled. This session will briefly examine each of the most significant segments, what is the outlook for growth and which cities offer the greatest opportunities, and to what extent there are challenges and barriers to entry

Panel Discussion

Moderator: Adejumo Akure (CEO, Intelligent Spaces Ltd, Partner, Estatelinks Ltd)

Panel Speaker 1 - Timi Adesanya (Commercial Manager, Agility Logistics)

Panel Speaker 2 - Tope Runsewe (MD, Dutum Company)

A Masterclass on retail: Navigating headwinds and optimising for growth

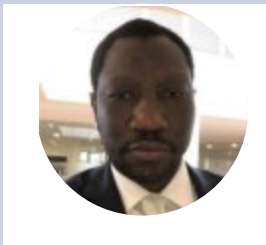
No other real estate property category has attracted as much chatter in recent years as retail. Once a favourite of investors, this asset class is now facing many increased challenges. We have all watched African retailers opening stores, closing them or looking for fresh approaches to their formats. While there is a range of views on how online shopping is impacting the African retail market, it is clear that the landscape is shifting. This session will open with two presentations that will provide some informative insights on the emerging strategies of retailers and landlords. What are they doing in this highly competitive market to retain the vitality of personal shopping experiences? Some analysts are offering dire forecasts for the future of all mall formats as changing demographics and buying habits negatively affect poorer quality properties. This session will examine these and other trends, and discuss the facts and fallacies pertaining to where the African retail real estate market is heading from an investor, developer, retailer and consumer perspective.

Panel Discussion

Moderator: Ayo Ibaru (COO/Director of Research, Northcourt Real Estate)

Panel Speaker 1 - Laide Agboola (CEO & Co-Founder, Purple)

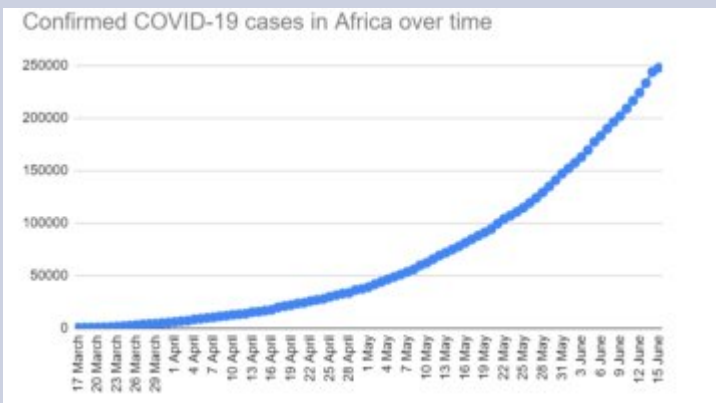
Panel Speaker 2 - Derrick Roper (Group CIO and MD, Novare Equity Partners)



Oumar Sylla is currently the acting Director regional Office for Africa for UN-Habitat. Prior to this he was leader of the Land and Global Tool Network (GLTN) Unit within the Urban Land, Legislation and Governance (ULG) branch of UN-Habitat

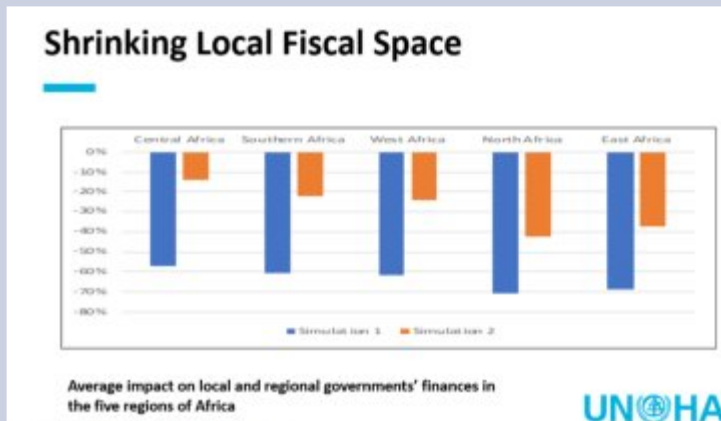


COVID-19 IMPACT ON AFRICAN CITIES

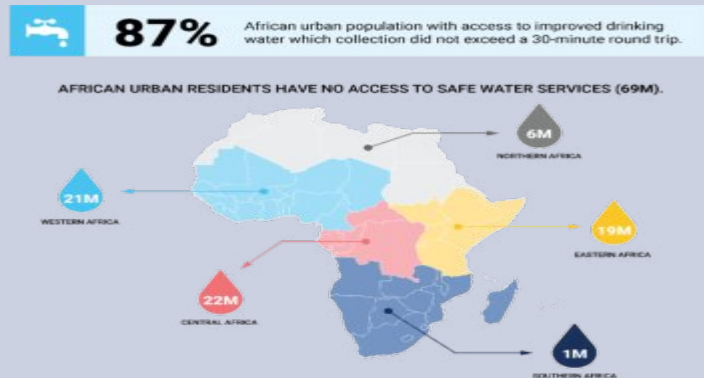


- Over 193 cities affected by Covid-19.
- Over 95% of total cases in urban areas and 247552 confirmed cases as of 16 June 2020.
- 40% of region's exports drop due to global fall in oil prices.
- 25 million people may fall into extreme poverty.
- 3.2% to 1.8% decrease of the average GDP growth in Africa in 2020 is expected.

- The economic contraction will impact tradable activities, particularly manufacturing and services.
- For example, Johannesburg and Lagos, are expected to experience negative growth. Nairobi is expected to contract by 5%. The two other cities in the sample will see a decline of 3 to 4%.
- The urban economic contraction will directly reduce municipal revenues which, in turn, lead to less financial resources to deliver urban services
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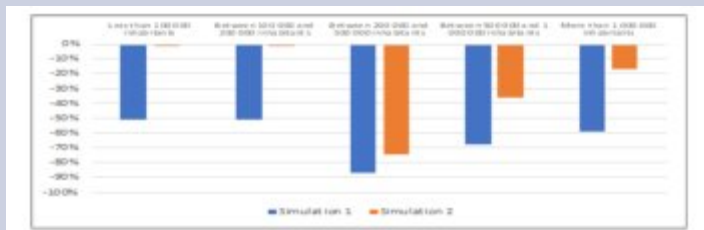
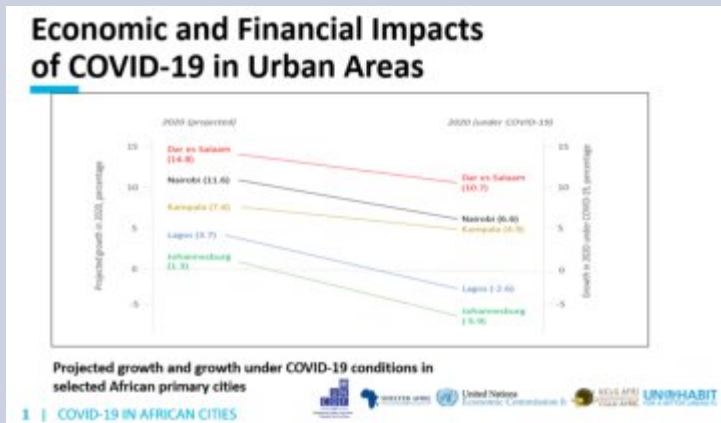


African local governments, on the average, are projected to experience a drop in local finances in the order of 65% under the worst case scenario and up to 30% under the best case scenario.



Access to safe water in Africa

Impact on Capital Investment of local & regional governments

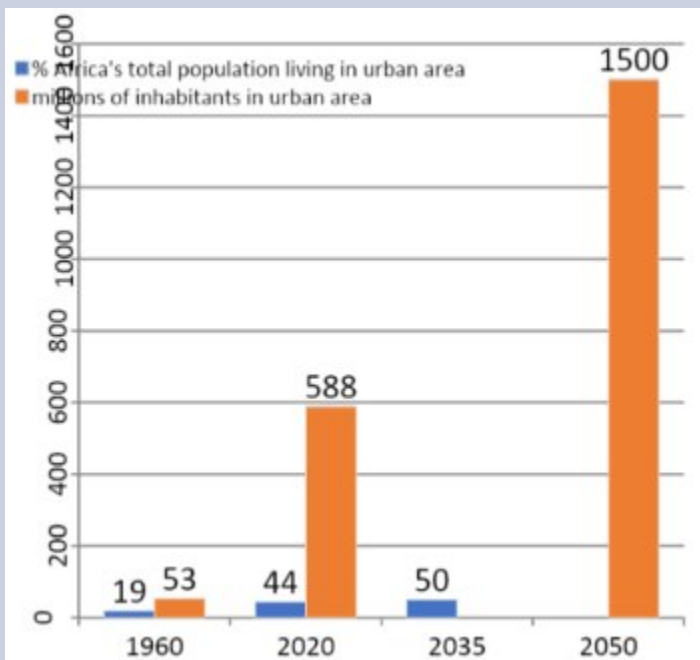


- Cities with less than 200,000 inhabitants are most impacted.
- These small cities have no investment capacity.
- All financial resources are used for the operation of public services.

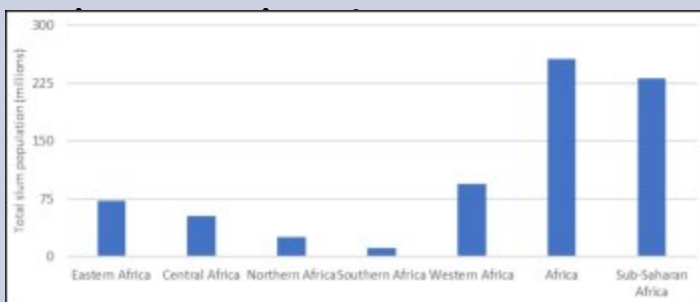
AFRICAN URBANIZATION AS CONDUCTIVE FACTOR FOR SPREAD OF COVID-19

Rapid and unplanned urbanization

- Small- and medium-sized cities are the fastest growing ones and concentrate most of the urban population in Africa.
- In 2018, only 221 African cities' populations exceeded 300,000 while more than 10,000 cities and towns had less than 300,000 inhabitants.
- These towns face pronounced urban planning and management capacity challenges which may also constrain COVID-19 responses.



Prevalence of slums and informal settlements (47% Total Urban population);



Distribution of slum population in Africa

SLUM CHARACTERIZATION: Nairobi Case Study

Lack of access to one or more of:

1. Durable Housing (permanent structures that withstand extreme climate conditions)
2. With sufficient living space 65% of the capital's almost 3.2 million people live in informal settlements occupying <10% of the land area

3. access to adequate sanitation provisions not limited to a good public/private toilet shared by a reasonable number of people and a clean environment, and finally,

Average 64 people share a toilet in slums compared to 6 in formal areas

4. easy access to safe water at affordable prices and within a reasonable distance and in sufficient amounts, 24 per cent of slum households in Nairobi had access to piped water, compared with 92 per cent of the rest of Nairobi. The average price is some seven times higher than that paid by people in high-income settlements served by the Nairobi Water and Sewage Company.

5. security of tenure that prevents forced evictions
Slum households are more likely to be evicted than those in formal areas

Poverty and Inequality

- Informality, underemployment and the precarious nature of jobs affects 80% of all Africans of working age.
- Lack of social protection and support mechanisms if they lose their livelihood.
- No safety nets nor alternative incomes.
- No disposable cash and inability to stockpile food.
- Need for in-cash or in-kind public assistance to survive.
- Women aged 15 to 49 are overrepresented in urban slums and slum-like settings in 80% of the 59 developing countries (UN-Habitat/UN-Women, 2019); increased violence against women.
- Recurrent expenses for food, energy, water and even in slums the rent still comes due at the end of the month.

According to the Global Humanitarian Response Plan, it is estimated that, in 2019, around 135 million people experienced acute food insecurity and a further 183 million were on the verge of a food crisis, of which some 60% in African countries alone

Risks of housing eviction due to lack of income and consequential rent arrears are thus high. In Africa, the share of people renting their accommodation varies from 16 to 70% in urban areas.

According to a sample survey of five slums in Nairobi on 22 April 2020, 81% of the residents already suffered complete or partial loss of their jobs and incomes due to COVID-19.

From this, even at the best of times, this exposes families to food and health insecurity. Containment measures such as lockdowns, curfews and mandatory quarantines are extremely difficult to enforce in African cities where most people rely on casual informal work with daily earnings covering critical expenses.

GHANA RESPONSE

- Provision of WASH facilities and activities in 2 municipalities
- Behavior change activities in 3 municipalities
- Livelihood improvements for women and youth in Old Fadama
- Development of slum upgrading strategy and urban data and market study
-

KENYA RESPONSE

- 19 informal settlements across 6 counties
- 74 handwashing stations (8 permanent & 65 temporary)
- Over 4 million hand washes performed.

MOZAMBIQUE RESPONSE

COVID19 response assistance in 12 municipalities including:

- markets' reorganization
- PPE distribution
- 60 handwash stations
- 27 boreholes recovered
- 250,000 beneficiaries

BURKINA RESPONSE

- Fight against COVID-19 in informal settlements in #Ouagadougou
- Establishment of a Center of Excellence on Housing for UEMOA countries.
- Provision of Durable Solutions for internally Displaced Persons in 4 secondary cities such as Dori, Kaya, Kongoussi and Tougouri
-

PERSPECTIVES & POLICY RECOMMENDATIONS

Policy Recommendations for Local Communication & Community Engagement

Apply local communication and community engagement strategies

local COVID-19 and urban health management communication strategies

multi-stakeholder community engagement.

Map and update data on vulnerable groups to ensure evidence-based support.

integrated urban and local area data management systems

Policy Recommendations for Informal Settlements

Target

Target informal settlements through tailored measures

Provide

Provide COVID 19 tailored health care services to informal settlements

Establish

Establish participatory data collection systems in informal settlements

Study

Study the gender and urban poor profiles in slums and informal settlements.

Design

Design recovery and development responses, including women and girls, migrants, people with disability etc.

Design

Through participatory planning approach, design basic street layout to improve the connectivity within neighborhoods.

Develop

Develop informal settlement regeneration and re-structural plans to be integrated into national priorities and strategies to address root causes of vulnerability.

Policy Recommendations for housing and forced evictions

Establish

Establish mechanisms to promote rapid access to housing and prevent forced evictions

Provide

Provide temporary and emergency accommodation for COVID-19 positive individuals by leveraging the use of underutilized spaces and repurposing of buildings to increase the supply of shelter;

Introduce

Introduce measures to secure the right to housing for all through moratoriums on evictions and suspension of utility costs and surcharges in the extent possible for the duration of the pandemic.

Fill

Fill the gap on housing data in collaboration with national statistical offices

Real Estate Market Update - Nigeria

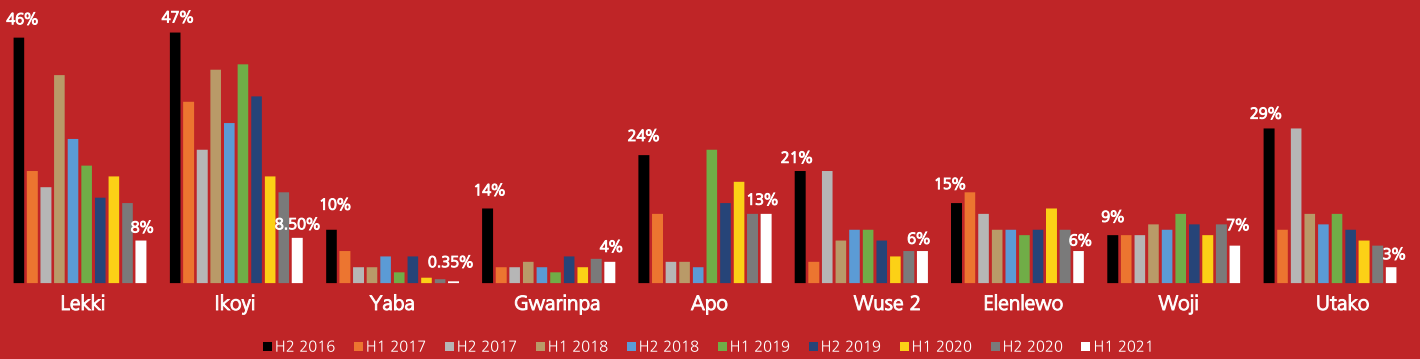
Presented at the 7th West Africa Property Investment Summit, Lagos Nigeria



The Nigeria real estate market has continued to adjust to the COVID-19 driven changes. The emphasis on healthcare, last-mile delivery, B+ warehousing and remote work has headlined many property investment conversations. Commercial centre, Lagos has maintained its position as the highest-earning state with ₦450.86Bn by mid-year from ₦398.26Bn in Q1 2021. The Lagos State Governor commissioned the 6-floor Onikan Multi-Level Car Park & Facility building. With 5 car parking floors with a capacity of 384 vehicles, the building also comes with a clubhouse, two banquet halls,

Q4 of 2021 would however be remembered for the collapse of the 21 storey development in Ikoyi, Lagos and we expect some changes, not the least of which is the likelihood of queries raised on not just new supply of real estate but also existing supply. Structural integrity tests will become commonplace in the short term and structural integrity will generally gain better prominence. As a result, the most gains will be recorded by construction companies and developers known for high quality as they will now be able to charge more for the quality assurance they offer.

Lagos, Abuja and Port Harcourt: Vacancy Rates Trend (%)



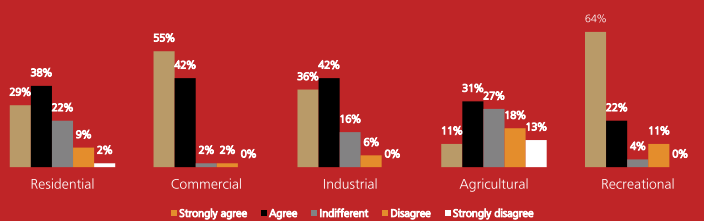
Residential

As the world recovers from COVID-19, players in Nigeria's investor, developer and occupier markets have been especially busy. Not that they weren't in 2020 (they were) only now, it's much less of a debate. The demand for off-plan projects has returned and some developers have the luxury of deciding whether to sell off immediately or hold on their books for a more opportune moment. Private investors are initiating more conversations around 'taking their projects to the next level'. The residential market is active and is likely to be so at least till the end of the year. Vacancy rates continue to decline and property prices, for the most part, have risen.

Lease prices for residential assets in high-end locations have continued to moderate, reflecting more prevalent economic conditions - except for gated communities where rents have gone up. Sale prices however appear rather rigid.

Average per annum rents for 3 Bed apartments in Ikoyi is ₦6M – ₦14M with service charges between ₦2M – ₦4.5M. The residential development pipeline remains robust, albeit more tailored to consumer requirements. Vacancy rates in Lagos, Abuja and Port Harcourt averaged 5%, 8% and 5% respectively for the first half of 2021.

Eastern Nigeria: Which sector was most affected by the COVID-19 pandemic



Source: 2021 International Journal of Real Estate Studies

Office

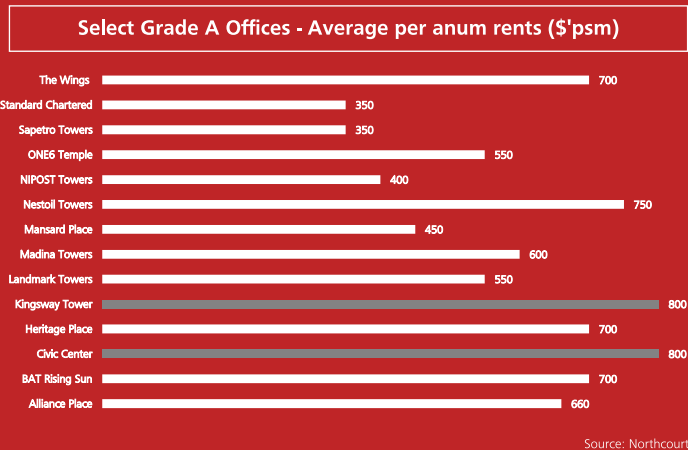
The market for Grade A office space continues to come under pressure. Macroeconomic challenges, consequent weakening in consumer demand, the shift away from office space requirements in favour of work from home arrangements and FX policy shifts are amongst the leading issues. Vacancy increased for some Grade A office buildings in Lagos. Office buildings at a maximum of 5 floors are

an exception to this rule, being less expensive to maintain.

The market for conversion from residential to office use in key nodes of Nigeria's leading cities continues to be the order of the day. Large corporates are divided on their strategies for returning to the office: Adopt a hub and spoke model, concentrate activity in the head office regional centres, or limit the number of hours per office. Regardless, they seem unanimous on one thing: less space will be required for office work than prior to the pandemic.



Developments have begun to progress beyond pre-pandemic levels - except where fused into a mixed-use development, in which case development has been more accelerated. Still, a few leases are in the discussion phases and should conclude in Q3 2021. Demand for space has continued to contract in response to slowed economic growth and the rise of WFH. **The Nigeria Maritime Administration and Safety Agency (NIMASA) acquired Kanti Towers, Adetokunbo Ademola street for ₦17.4Bn to serve as their new head office.** Average annual headline asking rentals for Grade A locations range between \$350 and \$800 per sqm, while yields average 8%. Analysts expect office relocations to B+ assets and residential conversions by firms looking to manage office costs. This will likely be the case until the widespread availability of the vaccine and sustained economic stability.

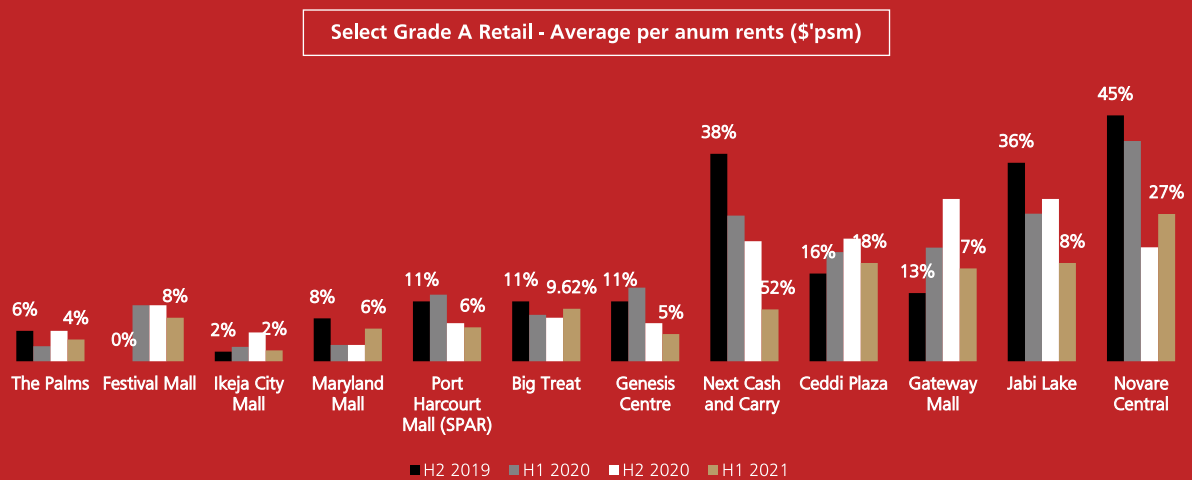


Retail

A combination of tenant friendly concessions and space optimisation techniques resulted in improved vacancy rates for Grade A malls across the country.

The market for conversion from residential to office in key nodes of

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per sqm, while yields average 8%. Analysts expect office relocations to B+ assets and residential conversions by firms looking to manage office costs. This will likely be the case until the widespread availability of the vaccine and sustained economic stability.

Consistent with their plans for the Nigeria retail space, Burger King opened its first outlet in Lagos, Nigeria. If the success stories of Dominos Pizza, Cold stone creamery are anything to go by, growth may be expected.

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Residential real estate: Strategies for apartment developers & investors

For many investors, the staple of a well-diversified real estate portfolio today includes multi-residential assets. Predictable yields and strong cash flows make apartments one of the most reliable property classes. Investor interest far outweighs supply in many markets across Africa. Rental demand has also led to a vacancy rate declined in the past year. What direction is the multi-residential market likely to take in 2021 in these and other gateway cities across Africa? How much purpose-built rental construction is expected in the short term? In which cities? How are some owners integrating multi-residential development within their current assets and properties? Does the apartment market face some possible challenges over the next few years or is it somewhat insulated from most risks?

Panel Discussion

Moderator: Olawunmi Olashore (Head, Premium Markets Jide Taiwo & CO)

Panel Speaker 1 - Tunde Balogun (CEO, Rent Small Small)

Panel Speaker 2 - Sa'adiya Aliyu (CEO, Urban Shelter)

Panel Speaker 3 - Jide Adekola (MD/CEO, HomeWork Group)

Occupier requirements and the implications for the office market across Africa's leading cities

Africa's office market has experienced a decline regionally in vacancy. What were the reasons for this trend when you consider that our cities are witnessing the largest surge in new development over the years? Is the demand from the high-tech market a key factor? To what extent is the strong growth and shift towards co-working office environments another reason? The office is becoming more than a conventional workspace. The result is a range of coworking business solutions offered by a number of players and the evolution of WorkPlace-as-a-Service (WaaS). This session will examine these and other trends including the demand for this space, its amenitization, the implications for leasing, and how to engage the appraisal and capital markets to properly assign value to flexible leases. Can you "pick the lock on WaaS" including its demand, business, and balance with traditional leasing practices in today's office market?

Panel Discussion

Moderator: Dolapo Omidire (Research Director, Estate Intel)

Panel Speaker 1 - Bolaji Edu (CEO, Broll Property)

Panel Speaker 2 - Uzo Oshogwe (MD/CEO, Afriland Properties)

Panel Speaker 3 - Jemil Dawodu (Managing Director, CBRE, EXCELLERATE)

Proptech in Africa and technological transformation: Developing innovative solutions

Technological innovation is changing the world at an unprecedented speed and the real estate market and industry are not exempt from this transition. PropTech has now become a commonly used term pertaining to the intersection of real estate and technology. While technology enables everyone to do so more today, fast forward ten years and the pace of change and evolution will be more significantly accelerated. What is the range of strategies that could be considered in order to take advantage of technological innovations for your real estate assets, for your overall portfolio, for your firm, for your clients, and for your best practices? What are some examples of PropTech initiatives that have entered the market?

Panel Discussion

Moderator: John Oamen (CEO, LiveVend)

Panel Speaker 1 - Sean Godoy (Founder & Director, Divercity Property Solutions)

Panel Speaker 2 - Akintola Adesanmi (Co-Founder, Spleet)

Panel Speaker 3 - Ajiboye Oluwa bukumi (Head of Technology and Products Proplab, Africa)

REDA 2021 AWARDEES

◆ **Real Estate Woman of the Year**

Winner: **Saadiya Aliyu (CEO, Urban Shelter)**

◆ **Real Estate Service Company of the Year**

Winner: **Knight Frank**

◆ **Luxury Project of the year**

Winner: **Azuri Towers by Eko Atlantic**

◆ **Special Recognition Award for the growth & Development of Nigeria Real Estate industry**

Winner: **Kehinde Ogundimu (MD, NMRC)**

◆ **Real Estate Investment Advisory Company of the Year**

Winner: **Northcourt Real Estate**

◆ **Residential Development project of the Year**

Winner: **UrbanPrime by LandWey**

◆ **Lifetime Achievement Award to the growth of the Nigerian Real Estate industry**

Winner: **Babatunde Raji Fashola (Minister of Works and Housing)**

◆ **Property Development Company of the Year- Residential**

Winner: **Urban Shelter**

◆ **Real estate man of the year**

Winner: **Jide Odusolu (CEO, Octo5 Holdings Limited)**

◆ **Young real estate person of the year**

Winner: **Babajide Adekola (HomeWork Development and Properties)**

◆ **Architecture and Design company of the year**

Winner: **SAOTA**

◆ **Real estate Tech innovation of the year**

Winner: **Stow App**

◆ **Property Development Company of the Year - Retail**

Winner: **Purple**

◆ **Facility Management Company of the year**

Winner: **James Cubbit Facility Managers**

◆ **Best industrial development of the year**

Winner: **Alaro city**





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